



Sam Houston State University

A Member of The Texas State University System

OFFICE OF BUSINESS SERVICES

Supplemental Letter for FY 2018 Annual HUB Report for Agency Number 753

Sam Houston State University (SHSU) continues in its “Good Faith Effort” to accelerate the University’s Historically Underutilized Business (HUB) participation. The University has developed and maintains several initiatives to promote HUB participation.

- *HUB Coordinator* – The University maintains a HUB Coordinator dedicated to assisting HUB vendors in marketing their products to our University and other area universities. The HUB Coordinator also works with University departments in refining the University’s good faith HUB participation efforts.
- *Outreach* – The University is committed to purchasing goods and services from certified HUBs and participates in various events and outreach measures throughout the year which generate HUB awareness for the University’s departmental needs. The following is a sampling of these activities for fiscal year 2018.

October, attended the Texas State University Construction HUB in San Marcos. Met with several sub-contractors to discuss opportunities at our University and with prime contractors to discuss opportunities to enhance sub-contractor participation on our projects.

November, attended the Houston Minority Supplier Development Council (HMSDC) Expo at the George R. Brown Convention Center. Met with various vendors and discussed vendor opportunities at our University.

February, attended Statewide HUB 2018 Procurement Connection Seminar & Expo in Beaumont, Texas. Had an opportunity to network with several local area HUB vendors and attend several seminars that provided informative HUB related content.

March, held the 22nd Annual HUB/Vendor Show was held at the Walker County Storm Shelter. The event was held in collaboration with SHSU’s Small Business Development Center, Texas Department of Criminal Justice, Walker County, the City of Huntsville and Huntsville ISD. Over 70 vendors participated and 198 attendees visited with vendors. And as always, we received many positive comments about the number of attendees and the potential for future opportunities with our organizations.

May, attended the two day Access 2018 Spot Bid Fair hosted by the Dallas/Fort Worth Minority Supplier Development Council and sponsored by Senator Royce West. Met with statewide HUB vendors and discussed sales opportunities at our University.

- *Mentor/Protégé Program* – The University sponsored the six following mentor/protégé relationships in FY18:
 1. E&C Engineers & Consultants and Team Hoke
 2. Grainger, Inc. and The Burgoon Company
 3. ImageNet Consulting and LyncVerse Technologies
 4. NWN Corporation and LyncVerse Technologies
 5. Office Depot BSD and PDME/Hurricane Office Supply & Printing
 6. Steelcase, Inc. and HBI Office Solutions

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